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The College Placement Council
62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Interim Report No. 3, April 1983

MIDDLE ATLANTIC REGION (MAPA)

Bucknell University
Carnegie-Mellon University
Cedar Crest College
Delaware State College
University of Delaware
Fairleigh Dickinson University - Teaneck
George Washington University
Grove City College
Lafayette College
Lehigh University
Lincoln University (PA)
Morgan State University
New Jersey Institute of Technology
Pennsylvania State University
Pennsylvania State University - Capitol Campus
University of Pennsylvania
University of Pennsylvania - Wharton Graduate School
University of Pittsburgh
Princeton University
Rutgers University - Camden College of Arts and Sciences
Rutgers University - New Brunswick
Temple University
Villanova University
Virginia State University
West Virginia University

The 185 placement offices at the 160 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed comprise the Middle Atlantic region.

The data are based on salary offers made to students graduating between September 1, 1982 and August 31, 1983. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (March 5 through April 8) and cumulatively (September 1 through April 8). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

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(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

By Curriculum For All Types of Employers	INTERIM PERIOD 3/5/83 THROUGH 4/8/83							CUMULATIVE PERIOD 9/1/82 THROUGH 4/8/83						
	Number Of Offers		Average $ Offers		Percentiles[1]			Number of Offers		Average $ Offers		Percentiles[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	28	695	$1519	$1564	$1700	$1542	$1416	259	3928	$1519	$1562	$1691	$1500	$1416
Business—General (incl Mgmt)	28	342	1485	1484	1875	1409	1100	70	1215	1529	1488	1855	1542	1167
Marketing & Distribution	8	143	1565	1429	*	*	*	29	536	1576	1409	1917	1575	1292
HUMANITIES & SOCIAL SCIENCES														
Humanities	3	50	1733	1348	*	*	*	5	175	1345	1234	*	*	*
Economics[2]	7	62	1478	1508	*	*	*	20	120	1481	1439	1625	1500	1250
Other Social Sciences	3	65	1469	1249	*	*	*	6	294	1342	1214	*	*	*
ENGINEERING														
Aeronautical	7	73	2106	2028	*	*	*	9	228	2115	1982	*	*	*
Chemical	37	218	2229	2234	2350	2250	2000	95	676	2254	2264	2433	2290	2085
Civil (incl Construction, Sanitary, & Transportation Engrg)	7	64	1839	1917	*	*	*	27	303	1892	1870	2167	1965	1542
Electrical (incl Computer Engrg)	118	1147	2114	2107	2290	2143	1794	312	3578	2110	2110	2290	2146	1794
Geological	+	7	+	2170				+	23	+	2171			
Industrial	32	152	2062	2040	2250	2088	1850	57	423	2080	2042	2250	2100	1850
Mechanical	99	709	2087	2088	2275	2100	1794	196	1934	2086	2090	2300	2119	1794
Metallurgical (incl Metallurgy & Ceramic Engrg)	15	37	2230	2180	*	*	*	39	113	2234	2177	2333	2208	2090
Mining	+	5	+	2136				3	18	2175	2019	*	*	*
Nuclear (incl Engrg Physics)	1	24	2167	2062	*	*	*	4	53	2112	2093	*	*	*
Petroleum	+	34	+	2559				10	164	2537	2581	*	*	*
Engineering Technology	4	67	2077	2027	*	*	*	19	295	2074	2022	*	*	*
SCIENCES														
Agricultural Sciences	1	22	1114	1520	*	*	*	2	96	1422	1384	*	*	*
Biological Sciences	1	8	1000	1407	*	*	*	1	52	1000	1444	*	*	*
Chemistry	2	17	1904	1752	*	*	*	4	65	1671	1703	*	*	*
Computer Science	35	338	1832	1902	2166	2000	1380	66	999	1904	1921	2175	2000	1380
Health (Medical) Professions	+	39	+	1694				4	142	1445	1649	*	*	*
Mathematics	14	68	1907	1845	*	*	*	28	150	1960	1772	2238	2044	1500
Other Physical & Earth Sciences	+	26	+	1616				2	63	1167	1739	*	*	*
Totals	450	4412						1267	15243					

[1] Percentiles are computed on regional data.
[2] Includes economics programs with both business and social science orientation.
* Not computed for fewer than 20 offers.
† No offers reported.

MAPA REGIONAL Interim Report No. 3 April 1983

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

By Functional Area For All Types of Employers	INTERIM PERIOD 3/5/83 THROUGH 4/8/83							CUMULATIVE PERIOD 9/1/82 THROUGH 4/8/83						
	Number Of Offers		Average $ Offers		Percentiles[1]			Number of Offers		Average $ Offers		Percentiles[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Accounting/Auditing	32	704	$1515	$1565	$1666	$1542	$1416	269	3580	$1524	$1561	$1666	$1500	$1416
Business Administration	30	211	1580	1481	1917	1588	1210	75	721	1575	1469	2010	1575	1167
Communications	2	28	1688	1639	*	*	*	3	78	1356	1360	*	*	*
Community & Service Orgs. Work	1	20	1825	1265	*	*	*	2	94	1778	1222	*	*	*
EDP-Programming/Systems	51	423	1964	1919	2166	2036	1750	89	1175	1983	1928	2170	2025	1750
Engineering	283	2361	2122	2108	2290	2150	1833	696	7306	2125	2112	2310	2150	1794
Farm & Natural Resources Mgmt.	†	13	†	1391				†	30	†	1369			
Finance & Economics	4	93	1423	1508	*	*	*	10	312	1478	1458	*	*	*
Health (Medical) Services	†	43	†	1647				4	168	1445	1588	*	*	*
Manufacturing &/or Industrial Opns.	7	52	2047	1997	*	*	*	11	267	2098	1925	*	*	*
Mathematics/Statistics	6	47	1462	1771	*	*	*	8	93	1523	1680	*	*	*
Merchandising/Sales Promotion	8	95	1385	1316	*	*	*	23	414	1446	1317	1733	1500	1100
Personnel/Employee Relations	†	8	†	1116				1	43	958	1218	*	*	*
Research—Non-Scientific	1	17	1000	1395	*	*	*	2	46	1250	1453	*	*	*
Research—Scientific	6	57	1774	1792	*	*	*	16	210	1850	1819	*	*	*
Rotational Training—Non-Technical	2	39	1225	1371	*	*	*	4	158	1577	1373	*	*	*
Rotational Training—Technical	10	36	2094	2040	*	*	*	35	100	2159	1914	2250	2167	2000
Sales—Non-Technical Degree	2	134	1297	1474	*	*	*	11	382	1389	1440	*	*	*
Sales—Technical/Scientific Degree	5	31	2067	1941	*	*	*	8	66	1998	1952	*	*	*
Totals	450	4412						1267	15243					

[1] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
† No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates

Inexperienced

(One Year Or Less Of Full-Time, Non-Military Employment)

	INTERIM PERIOD 3/5/83 THROUGH 4/8/83							CUMULATIVE PERIOD 9/1/82 THROUGH 4/8/83						
	Number of Offers		Average $ Offers		Percentiles[1]			Number Of Offers		Average $ Offers		Percentiles[1]		
Graduate Program	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	1	35	$1000	$1884	*	*	*	6	206	$1735	$1910	*	*	*
MBA (Non-technical Undergraduate)	5	266	1726	2352	*	*	*	15	593	1826	2123	*	*	*
MBA (Technical Undergraduate)	+	45	+	2473				2	109	2388	2350	*	*	*
MS-Business (incl. Mgmt., Mktg., Finance, etc.)	12	30	2521	2311	*	*	*	17	74	2419	2137	*	*	*
Industrial Mgmt. (incl. Industrial Admin.)	+	28	+	2194				+	36	+	2191			
Administration (incl. Public, Hospital, etc.)	+	+	+	+				+	23	+	1936			
HUMANITIES & SOCIAL SCIENCES														
Humanities	+	11	+	1533				+	23	+	1565			
Social Sciences	+	10	+	1610				3	43	1874	1642	*	*	*
ENGINEERING														
Chemical	8	31	2371	2395	*	*	*	12	54	2391	2422	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	26	+	2182				+	44	+	2226			
Electrical (incl. Computer Engrg.)	3	122	2401	2416	*	*	*	8	285	2328	2417	*	*	*
Industrial	+	16	+	2140				1	41	2370	2266	*	*	*
Mechanical	3	40	2236	2354	*	*	*	9	163	2317	2393	*	*	*
Nuclear (incl. Engrg. Physics)	4	6	2468	2468	*	*	*	4	16	2468	2314	*	*	*
SCIENCES														
Chemistry	1	5	2265	2374	*	*	*	3	10	2222	2258	*	*	*
Computer Science	1	37	2550	2356	*	*	*	6	85	2274	2326	*	*	*
Geology & Related Geological Sciences	2	17	2700	2545	*	*	*	4	47	2603	2469	*	*	*
Mathematics	2	17	2308	2288	*	*	*	3	22	2213	2231	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science & Ceramics)	+	7	+	2485				3	14	2475	2470	*	*	*
Totals	42	749						96	1888					

[1] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
† No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates—Experienced[1]

Graduate Program	INTERIM PERIOD 3/5/83 THROUGH 4/8/83							CUMULATIVE PERIOD 9/1/82 THROUGH 4/8/83						
	Number Of Offers		Average $ Offers		Percentiles[2]			Number Of Offers		Average $ Offers		Percentiles[2]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Over 1 to 2 years														
MBA - Non-Tech Undergraduate	†	117	†	$2596				†	188	†	$2394			
MBA - Tech Undergraduate	†	27	†	2758				†	50	†	2655			
Over 2 to 4 years														
MBA - Non-Tech Undergraduate	2	129	$2396	2785	*	*	*	2	187	$2396	2594	*	*	*
MBA - Tech Undergraduate	†	30	†	2784				†	43	†	2659			
Over 4 years														
MBA - Non-Tech Undergraduate	1	67	2559	2811	*	*	*	1	112	2559	2625	*	*	*
MBA - Tech Undergraduate	†	19	†	2621				†	29	†	2721			
Totals	3	389						3	609					

DOCTORAL DEGREE CANDIDATES

ENGINEERING														
Chemical	4	20	$3331	$3021	*	*	*	13	39	$3161	$3058	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	†	†	†	†				1	4	2334	2712	*	*	*
Electrical (incl. Computer Engrg.)	1	24	3086	3139	*	*	*	4	63	2935	3141	*	*	*
Mechanical	†	1	†	2425				1	12	2791	3110	*	*	*
SCIENCES														
Chemistry	3	59	3019	2770	*	*	*	6	100	2494	2599	*	*	*
Mathematics (incl. Opns. Research, Statistics, & Actuarial Science)	†	†	†	†				1	12	2941	2504	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg. / Science & Ceramics)	†	4	†	2960				†	8	†	3001			
Physics	2	14	3263	3093	*	*	*	4	43	3017	2896	*	*	*
Totals	10	122						30	281					

[1] Years of full-time, non-military employment.
[2] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
† No offers reported.

AVERAGE MONTHLY SALARY OFFERS APRIL 1983 MAPA REGIONAL INTERIM REPORT NUMBER 3

BY CURRICULUM & EMPLOYER INTERIM PERIOD 3/5/83 THROUGH 4/8/83 PART 1 - PAGE 1

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
ACCOUNTING	1473 1625 1416	21	1700	1			1650	1				
BUSINESS - GENERAL	1333	1	1386	6	1177	5	1917	1			1413	2
MARKETING/DISTRIBUTN			1250	1							1575	3
HUMANITIES												
ECONOMICS	1458	1	1452	4	1250	1						
OTHR SOCIAL SCIENCES					1142	2						

AVERAGE MONTHLY SALARY OFFERS — APRIL 1983 MAPA REGIONAL INTERIM REPORT NUMBER 3
BY CURRICULUM & EMPLOYER — INTERIM PERIOD 3/5/83 THROUGH 4/8/83 — PART 1 - PAGE 2

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
AERONAUTICAL				2106 7		
CHEMICAL				2146 3		
CIVIL -CNSTR/BAN/TRP						1954 4
ELECTRICAL -COMPTR			1794 1	2169 50 2333 2080	2216 4	2172 3
GEOLOGICAL						
INDUSTRIAL	1889 3	2125 1	2000 1	1978 11	2200 1	2100 3
MECHANICAL			2082 1	2100 41 2233 2041	2195 3	
METALLURGICAL				2195 2	2291 1	
MINING						
NUCLEAR -ENGRG PHYS				2167 1		
PETROLEUM -NATL GAS						
ENGINEERING TECH				2042 3		

AVERAGE MONTHLY SALARY OFFERS — APRIL 1983 MAPA REGIONAL INTERIM REPORT NUMBER 3
BY CURRICULUM & EMPLOYER — INTERIM PERIOD 3/5/83 THROUGH 4/8/83 — PART 1 - PAGE 3

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
AGRICULTURL SCIENCES												
BIOLOGICAL SCIENCES												
CHEMISTRY												
COMPUTER SCIENCE					1750	1	2063	14				
HEALTH (MED) PROFSNS												
MATHEMATICS	1583	1	1763	2			1921	4				
OTHR PHYSCL/EARTH SC												

AVERAGE MONTHLY SALARY OFFERS APRIL 1983 MAPA REGIONAL INTERIM REPORT NUMBER 3

BY CURRICULUM & EMPLOYER INTERIM PERIOD 3/5/83 THROUGH 4/8/83 PART 2 - PAGE 1

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
ACCOUNTING			1650	2	1500	1	1666	1			1775	1
BUSINESS - GENERAL	1760	1	1719	4	1554	5			1250	1		
MARKETING/DISTRIBUTN	1667	1			1542	1			1600	1		
HUMANITIES			1830	2								
ECONOMICS					1833	1						
OTHR SOCIAL SCIENCES												

AVERAGE MONTHLY SALARY OFFERS BY CURRICULUM & EMPLOYER — APRIL 1983 MAPA REGIONAL INTERIM REPORT NUMBER 3 — INTERIM PERIOD 3/5/83 THROUGH 4/8/83 — PART 2 - PAGE 2

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AERONAUTICAL												
CHEMICAL	2225	15	2292	3	2250	8	2205	4			2397	3
CIVIL -CNSTR/BAN/TRP			2166	1								
ELECTRICAL -COMPTR	2236	3	2161 2216 2115	25								
GEOLOGICAL												
INDUSTRIAL	2181	4	2200	2	2250	1	2200	1	2084	2		
MECHANICAL	2232	3	2139 2175 2050	21	2167	5			2180	2	2263	2
METALLURGICAL			2291	3					2176	4		
MINING												
NUCLEAR -ENCRG PHYS												
PETROLEUM -NATL GAS												
ENGINEERING TECH	2183	1										

AVERAGE MONTHLY SALARY OFFERS APRIL 1983 MAPA REGIONAL INTERIM REPORT NUMBER 3
BY CURRICULUM & EMPLOYER INTERIM PERIOD 3/5/83 THROUGH 4/8/83 PART 2 - PAGE 3

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AGRICULTURL SCIENCES												
BIOLOGICAL SCIENCES												
CHEMISTRY	2308	1										
COMPUTER SCIENCE			2033	6			1750	1				
HEALTH (MED) PROFSNS												
MATHEMATICS			1987	7								
OTHR PHYSCL/EARTH SC												

AVERAGE MONTHLY SALARY OFFERS — APRIL 1983 MAPA REGIONAL INTERIM REPORT NUMBER 3
BY CURRICULUM & EMPLOYER — INTERIM PERIOD 3/5/83 THROUGH 4/8/83 — PART 3 - PAGE 1

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
ACCOUNTING												
BUSINESS - GENERAL	1875	1			1790	1						
MARKETING/DISTRIBUTN					1733	1						
HUMANITIES	1541	1										
ECONOMICS												
OTHR SOCIAL SCIENCES					2125	1						

AVERAGE MONTHLY SALARY OFFERS BY CURRICULUM & EMPLOYER — APRIL 1983 MAPA REGIONAL INTERIM REPORT NUMBER 3 — INTERIM PERIOD 3/5/83 THROUGH 4/8/83 — PART 3 - PAGE 2

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AERONAUTICAL												
CHEMICAL							1794	1				
CIVIL -CNSTR/SAN/TRP							1444	2				
ELECTRICAL -COMPTR	2082	1			2132	18	1665	12			2700	1
GEOLOGICAL												
INDUSTRIAL					2104	2						
MECHANICAL			2125	2	2155	7	1768	12				
METALLURGICAL	2166	1	2230	2	2280	2						
MINING												
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS												
ENGINEERING TECH												

AVERAGE MONTHLY SALARY OFFERS BY CURRICULUM & EMPLOYER

APRIL 1983 MAPA REGIONAL INTERIM REPORT NUMBER 3

INTERIM PERIOD 3/5/83 THROUGH 4/8/83

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AGRICULTURL SCIENCES							1114	1				
BIOLOGICAL SCIENCES											1000	1
CHEMISTRY	1500	1										
COMPUTER SCIENCE	2071	2					1353	10			1875	1
HEALTH (MED) PROFSNS												
MATHEMATICS												
OTHR PHYSCL/EARTH SC												

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES APRIL 1983 MAPA REGIONAL INTERIM REPORT NUMBER 3

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 1 INTERIM PERIOD 3/5/83 THROUGH 4/8/83

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
MBA - NON-TECHNICAL	1726 5					
MBA - TECHNICAL						

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 2 INTERIM PERIOD 3/5/83 THROUGH 4/8/83

CURRICULUM	CHEMCLS-DRUG	ELECTRL MAC	FOOD-BEVERAGE	GLASS-PAPER	METALS/PRODS	PETRO/ALLIED
MBA - NON-TECHNICAL						
MBA - TECHNICAL						

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 3 INTERIM PERIOD 3/5/83 THROUGH 4/8/83

CURRICULUM	RESRCH/CONSLT	TIRE-RUBBER	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
MBA - NON-TECHNICAL						
MBA - TECHNICAL						